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AMERICAN AUTOMOTIVE LEASING ASSOCIATION

ANALYSIS OF COSTS AND RELATED INFORMATION

FINANCE LEASING (OPEN-END)

YEARS 1985 AND 1984

TABLE OF CONTENTS

	PAGE
Interest Expense	1
General and Administrative Expenses	2
Composition of Fleets	3
Type of Customer	4
Used Car Disposition	5
Leasing and Rental Activities	6
Record Keeping Methods	7
State Tax Examinations	8

INTEREST EXPENSE

	Per Unit Per Month Costs	Percentage of Car Cost Financed	Average Monthly Loan Amortization %	Average Simple Interest Rate %	Average % Over Prime Rate	Compensating Balance Required % of Loan Balance	Loan Commitment Fee Required
Less than 1,000 cars							
A	(248.84)	100.00	1.25	12.000	1-1/2	No	No
B	86.99	-	1.90	12.500	1-1/2	No	No
C	-	100.00	-	-	1-1/2 - 2	No	No
D	(90.60)	100.00	1.60	9.500	0	No	No
E	-	-	-	-	0	-	-
F	59.02	(43.00)	2.25	11.000	1/4	No	No
G	(34.10)	-	-	9.875	0	No	No
Averages	73.00	100.00	1.75	10.970	1.00	-	-
1,000 - 1,999 cars							
-							
Averages							
Over 2,000 cars							
H	38.08	100.00	2.00	10.700	0	No	No
I	39.79	100.00	2.64	9.750	1/4	No	Yes
J	65.00	100.00	2.00	12.700	1/2	No	No
K	(7.36)	97.00	2.00	11.000	3/4	No	No
L	48.26	100.00	N/A	10.820	N/A	No	No
M	64.23	100.00	2.25	12.250	1/4 - 2	No	No
N	64.00	95.00	2.00	10.500	1/2	No	No
O	56.29	100.00	2.16	11.500	0 - 1	No	No
P	50.00	100.00	2.50	12.000	0	No	No
Q	55.78	100.00	1.67 - 2.78	8 - 18	1.5 to 1.0	Varies	Varies
Averages	53.49	99.20	2.20	11.570	.39	-	-
Combined averages - 1985	57.04	99.38	2.07	11.380	.51	-	-
Combined averages - 1984	60.31	99.60	2.07	12.510	.57	-	-
Decrease	3.57						
Percentage of Decrease	5.90						

GENERAL AND ADMINISTRATIVE EXPENSES

PER UNIT PER MONTH COSTS

	Total	Principal(s) Salary	Advertising	Travel & Promotion	Telephone & Telegraph	Rent & Other Occupancy	Office Supplies & Expense	Data Processing	Professional Fees	Administrative Salaries	Sales Salaries	Taxes	Insurance	Other Salaries	Other
Less than 1,000 cars															
A	($ 3.58)	$ 1.00	$ .19	$ .22	$ .25	$ .15	$ .14	$ .10	$ .06	$ .54	$ -	$ -	$ -	$ .93	$ -
B	(87.92)	2.59	7.79	1.58	1.23	5.29	1.43	.70	.67	10.94	14.69	18.65	1.01	-	21.35
C	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
D	37.41	12.18	3.91	1.23	1.31	2.40	.74	-	1.75	5.42	-	1.98	.43	-	6.06
E	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
F	40.23	-	8.23	.78	1.25	-	1.14	-	1.15	16.14	4.62	2.54	-	-	4.38
G	52.99	9.40	1.05	3.17	1.29	4.19	2.05	1.63	2.97	10.02	7.54	1.74	-	-	7.94
Average	43.54	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1,000 - 1,999 cars															
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Over 2,000 cars															
H	14.35	.68	.12	.75	.60	1.52	1.91	-	.47	6.35	1.30	.17	.11	-	.37
I	30.73	-	.19	.60	1.38	1.50	.93	3.26	.20	-	-	.24	.07	15.06*	7.30
J	29.00	-	-	-	1.00	6.00	2.00	1.00	1.00	11.00	-	3.00	2.00	-	2.00
K	15.93	2.98	-	.46	.51	1.65	1.34	-	.35	4.82	1.01	.82	.22	-	1.77
L	30.34	-	1.32	1.67	1.67	3.41	1.40	.67	.46	-	-	.48	.49	18.42*	.35
M	27.67	1.35	.96	.72	.61	1.70	.99	1.18	1.40	6.49	5.53	-	.88	-	5.86
N	34.25	3.40	.61	1.75	1.73	1.93	1.13	1.28	1.28	8.39	8.96	3.14	.65	-	-
O	42.05	.85	3.40	1.19	2.53	6.21	1.76	1.42	.66	8.57	10.04	.39	1.76	-	3.27
P	25.00	1.10	.80	1.85	1.25	3.10	1.25	1.30	.35	1.75	12.00	-	.25	-	-
Q	12.47	.62	.19	.59	.70	.57	.58	.71	.56	4.21	2.26	.04	.06	-	1.38
Average	26.18	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Combined average costs - 1985	30.19														
Combined average costs - 1984	31.76														
Decrease	1.57														
Percentage of Decrease	5%														

* All salaries.

COMPOSITION OF FLEETS

	Model Sizes													
	Standard %	Inter-mediate %	Compact %	Chev-rolet %	Ford %	Chrysler Corp. %	Pontiac %	Olds-mobile %	Buick %	Cadillac %	Foreign %	Lincoln Mercury	Other %
A	71	26	3	33.79	1.72	.34	-	.69	1.03	.69	58.28	-	3.46
B	69	10	21	7.00	41.00	-	-	10.00	-	-	42.00	-	-
C	40	40	20	-	-	-	-	4.00	3.00	3.00	-	90.00	-
D	80	10	10	7.00	3.00	-	5.00	3.00	3.00	59.00	16.00	3.00	1.00
E	30	60	10	20.00	5.00	5.00	7.00	20.00	15.00	7.00	12.00	3.00	6.00
F	39	41	20	50.00	2.00	2.00	3.00	14.00	12.0	3.00	12.00	2.00	-
G	35	51	14	16.00	11.00	11.00	9.00	20.00	17.00	1.00	10.00	3.00	2.00
H	11	54	35	31.95	10.94	11.35	-	16.06	13.50	.53	-	3.18	12.49
I	11	59	30	34.00	19.00	10.00	5.00	12.00	9.00	1.00	4.00	2.00	4.00
J	20	75	5	27.00	30.00	11.00	-	8.00	8.00	1.00	8.00	6.00	1.00
K	15	80	5	16.00	15.00	5.00	13.00	14.00	11.00	-	1.00	5.00	20.00
L	45	39	16	26.00	22.00	11.00	7.00	14.00	10.00	2.00	3.00	4.00	1.00
M	54	36	10	32.40	32.40	3.80	-	11.10	6.70	1.90	4.40	1.40	5.90
N	30	60	10	29.00	9.00	1.00	-	27.00	29.00	1.00	2.00	2.00	-
O	-	-	-	27.30	15.70	6.00	3.50	19.60	9.40	2.30	11.80	2.30	2.10
P	20	68	12	37.00	31.00	10.00	-	2.00	12.00	-	-	8.00	-
Q	15	58	27	24.40	31.40	10.30	-	8.40	6.60	.60	.90	3.30	14.10
Averages - 1985	36	48	16	25.00	16.00	6.00	3.00	12.00	9.00	5.00	11.00	8.00	5.00
Averages - 1984	33	47	20	25.00	20.00	6.00	4.00	13.00	12.00	5.00	10.00	2.00	3.00

TYPE OF CUSTOMER

	Percentages of Fleets			
		Fleets of:		
	Individuals	2 to 20	21 to 100	Over 100
A	90	10	-	-
B	74	24	2	-
C	90	10	-	-
D	90	10	-	-
E	20	75	5	-
F	60	40	-	-
G	83	12	4	1
H	-	1	19	80
I	-	4	85	11
J	3	20	67	10
K	25	50	24	1
L	5	24	19	52
M	15	10	25	50
N	50	30	10	10
O	11	37	35	17
P	-	2	96	2
Q	-	4	12	84

USED CAR DISPOSITION

	Average Months in Operation	Average Per Unit Mileage	Reconditioning Prior to Sale: % of Cars Reconditioned		Reconditioning Prior to Sale: Average Amount	Used Cars Disposed Through - Percentages: New Car Dealers Sales	New Car Dealers Trade	Used Car Dealers	Auctions	Lessees' Employees	Retail	Sales Location - Percentages: On the Road %	Home Office %
A	27.0	48,600	No	-%	-	17.0	-	6.0	-	3.0	74.0	68	32
B	29.0	38,667	Yes	10	60	-	-	25.0	-	50.0	25.0	50	50
C	-	-	No	-	-	-	-	100.0	-	-	-	0	100
D	40.0	48,000	Yes	90	100	80.0	-	-	-	20.0	-	-	100
E	34.0	60,000	Yes	20	300	5.0	-	15.0	15.0	55.0	10.0	90	10
F	31.0	40,000	-	-	-	-	-	90.0	-	-	10.0	1	99
G	29.0	53,000	No	-	-	-	-	45.0	25.0	28.0	2.0	40	60
H	27.0	58,000	No	-	-	-	-	53.0	2.0	45.0	-	86	14
I	30.0	60,000	No	-	-	10.0	-	25.0	14.0	50.0	1.0	98	2
J	27.0	55,000	Yes	40	200	2.0	-	20.0	45.0	33.0	-	70	30
K	24.0	55,000	Yes	80	195	-	6.00	46.0	8.0	40.0	-	98	2
L	30.0	53,500	No	-	-	-	-	64.0	-	36.0	-	36	64
M	30.0	60,000	No	-	-	1.0	3.0	74.0	10.0	8.0	4.0	67	33
N	27.0	55,000	No	-	-	-	-	55.0	25.0	20.0	-	40	60
O	33.0	36-48,000	Yes	16	565	1.0	-	40.0	1.0	34.0	24.0	46	54
P	30.0	58,000	No	-	-	-	-	2.0	90.0	8.0	-	100	-
Q	28.5	59,000	Yes	14	185	2.1	-	27.3	31.4	28.1	11.1	88	12
Averages - 1985	29.8	-	-	-	-	7.0	.5	40.0	16.0	27.0	9.5	58	42
Averages - 1984	29.8	-	-	-	-	8.0	-	51.0	15.0	23.0	3.0	46	54

LEASING AND RENTAL ACTIVITIES

	Percentage Growth Past Year	Non-Finance Leasing		Daily Car Rental	Daily Truck Rental	Long-Term Truck Leasing	Fleet Management	Non-Automotive Equipment Leasing			Own or Affiliation With New Car Dealership	Extended Warranty Policies		Residual Value Insurance	
		Yes/No	%					Yes/No	By Choice	Accommodation		Yes/No	%	Yes/No	%
A	63.87	Yes	-%	No	No	Yes	No	Yes	X	-	Yes	No	-%	No	-%
B	0	Yes	20	Yes	Yes	Yes	Yes	Yes	-	X	Yes	Yes	7	No	-
C	42.00	Yes	1	Yes	No	Yes	No	No	-	-	Yes	Yes	10	No	-
D	29.00	Yes	60	No	No	No	No	No	-	-	Yes	Yes	40	No	-
E	10.00	Yes	5	No	No	Yes	No	Yes	X	-	Yes	Yes	5	No	-
F	(3.00)	Yes	60	Yes	No	Yes	No	No	-	-	Yes	Yes	5	No	-
G	10.00	Yes	15	No	No	Yes	No	Yes	X	-	No	No	-	No	-
H	5.00	No	-	No	No	Yes	Yes	Yes	-	X	Yes	No	-	No	-
I	0	Yes	2	No	No	No	Yes	No	-	-	No	No	-	No	-
J	5.00	Yes	31	Yes	Yes	Yes	Yes	Yes	X	-	Yes	No	-	No	-
K	7.00	Yes	7	Yes	No	Yes	Yes	Yes	-	X	Yes	Yes	1	No	-
L	12.00	Yes	-	Yes	Yes	Yes	Yes	Yes	-	X	No	Yes	1	Yes	1
M	0	Yes	1	Yes	Yes	Yes	Yes	Yes	-	X	Yes	No	-	No	-
N	(10.00)	Yes	45	No	No	No	No	No	-	-	Yes	Yes	5	No	-
O	13.00	Yes	36	Yes	No	Yes	Yes	No	-	-	Yes	Yes	1	No	-
P	11.00	No	-	No	No	Yes	No	Yes	X	-	No	No	-	No	-
Q	12.30	Yes	7	No	No	Yes	Yes	Yes	X	-	Yes	Yes	25	No	-

RECORD KEEPING METHODS

	Non-Mechanical (Done by Hand)	Mechanical (Non-Electronic Machinery)	Electronic System-Computer	
			Service Bureau	Own Installation
Less than 1,000 cars				
A	-	-	-	X
B	-	-	-	X
C	X	-	-	-
D	-	-	-	X
E	X	-	-	-
F	-	-	-	X
G	-	-	X	-
1,000 - 1,999 cars	-	-	-	-
Over 2,000 cars				
H	-	-	-	X
I	-	-	-	X
J	-	-	-	X
K	-	-	-	X
L	-	-	-	X
M	-	-	-	X
N	-	-	-	X
O	-	-	-	X
P	-	-	-	X
Q	-	-	-	X

A.A.L.A

STATE TAX EXAMINATIONS

State	Sales Tax Examinations # of Responses	Income Tax Examinations # of Responses
Pennsylvania	3	1
New York	2	1
Illinois	4	2
Connecticut	1	0
New Mexico	1	0
Indiana	1	1
Texas	2	2
Maryland	1	1
California	4	1
Arkansas	1	0
Missouri	1	0
Florida	1	0
Alabama	2	0
North Carolina	1	0
Washington	1	0
Louisiana	2	0